C4485-1A
4/28/87

APRIL 6, 1987

- The LAN-to-mainframe connection
- DSS is dead; long live DSS
- T-1-to-AT&T link
- IBM's SNA paradox

COMPUTER DECISIONS®
THE MAGAZINE FOR MIS EXECUTIVES
A HAYDEN PUBLICATION

SCANNING THE HIGH-TECH HORIZON

A select few tackle one of MIS' toughest jobs: applying technologies of the future to problems of the present.

PAGE 27

Ray Hoving (left), emerging technologies manager, and Peter Mather, vice president of MIS at Air Products and Chemicals, Allentown, PA, search for high-tech futures that work.

00896765468CD 01 3C0240450O1
DESK COPY A 45
CONGRESSNL INFO S SRI 2215
SRI ACQUISITIONS MM03383 5
4520 E W HWY STE 800 CD
BETHESDA MD 20814

COMPUTER DECISIONS SCANNING THE HIGH-TECH HORIZON APRIL 6, 1987 VOL. 19 NO. 7

April 6, 1987

COMPUTER DECISIONS

Volume 19 Number 7

NEWS

10 News Scan

News Analysis:

16 T-1 network builders face a private/public dilemma

AT&T's alphabet soup

18 Adding luster to the public net

22 IBM moves toward integrated printing

24 Window protocols for Unix: New news

CIO

Cover Story

27 A case for MIS oracles/Advanced technologies managers dare to dream. But the job is no piece of pie in the sky—its practitioners must be pragmatists as well as visionaries.

NETWORKS & COMMUNICATIONS

31 The paradox of the new SNA/Until IBM comes up with a faster link between its mainframes and LANs, the new SNA will be lacking.

STRATEGIC SYSTEMS

36 Plans for a safer system/Security devices alone won't secure corporate systems. Sound management practices are essential.

38 The word on terminals: dumb is out, cheap in/Users can now get micro-like features in their terminals at bargain prices.

STRICTLY SOFTWARE

41 DSS: Mission accomplished?/Automated decision support systems are now sophisticated enough to be of real service to MIS, asserts Robert Alloway, a consultant and former professor at the Massachusetts Institute of Technology's Sloan School of Management. Decision support modeling is still in its infancy, counters Robert E. Umbaugh, president and CEO of Mission Land Co.

MICRO DECISIONS

47 The power behind the connection/LAN-to-mainframe links offer end users a strong one-two punch: departmental computing and access to host applications.

52 The call for a micro language/The developer of Clarion, a programming language for microcomputers, discusses that language's place in the programmer's arsenal.

53 New micro connection enhances fax appeal /New add-on boards and software allow users to send, receive, and edit fax files from their personal computers.

DEPARTMENTAL COMPUTING

56 A track to dp profits /At Lincoln National Corp., a project to reduce paperwork became the foundation of a dp-for-profit venture.

Computer Decisions (USPS 771-040 ISSN 0010-4558) is published monthly except for two issues in January, February, and March for $65 per year by Hayden Publishing Co., Inc., a subsidiary of VNU, 10 Mulholland Dr., Hasbrouck Heights, NJ 07604. Second-class postage paid at Hackensack, NJ 07602, and additional mailing offices. POSTMASTER: Send address changes to *Computer Decisions*, P.O. Box 1031, Southeastern, PA 19398. For subscription information, please call (215) 630-9323.

FOLLOWING THE LEADERS

62 The resurgence of Storagetek/Storage Technology arises from the depths of bankruptcy with new strength and purpose.

INSIDE MFG.

(Appears in selected issues)

58A CIM calls for a master plan/Planning for computer-integrated manufacturing is undoubtedly complex and frustrating. Yet the survival of U.S. manufacturers may depend on meeting the challenge.

58B The six steps to CIM/A CIM management outline from planning team to monitoring system.

58D Products Mfg.

DEPARTMENTS

8 Insight/As MIS grows, so grows *Decisions*

64 Products

66 Ad index

Copies printed: 183,554

Cover Photo: Brian Tolbert/BRT Photo

(Continued from page 10)
resolution of 400 dpi. Misregistration of overlayed colors will not be a problem, he says. Colorocs' laser will feature much improved sensing control, with a microprocessor monitoring registration, heat, and other "environmentals," Rowe suggests. Colorocs claims Sharp and QMS as OEM customers of its laser engine. Observers say the vendor may announce a color copier prior to introducing its laser engine.

The IRD report on color laser printers is available for $1,850. □

T-1 call compression

Timeplex Inc. (Woodcliff Lake, NJ) now offers an add-on voice-compression module for its Link family of multiplexers that lets users send up to 10 times more voice conversations over a Timeplex T-1 link.

In addition to the greater voice compression, the Link Packetized Voice Server offers "near toll quality" voice digitization, the vendor says. The add-on module, which includes a proprietary speech-encoding algorithm, requires only 224 Kbps for every 40 voice channels, freeing a substantial amount of bandwidth for other voice and data applications, according to Timeplex.

The LPVS-40 ($145,000) accommodates up to 40 simultaneous conversations over four DS0 frames within a single T-1 link (there are 24 DS0 frames in a T-1 link). The LPVS-8 ($33,000) handles up to eight simultaneous conversations on a single DS0 frame. The modules are slated for the third quarter of this year. □

Missing standards

Although MIS departments in large corporations want a hand in setting network standards, a recent survey indicates that big users are playing only a minimal role in standards making.

In the survey, conducted by Forrester Research Inc. (Cambridge, MA), only 13 percent of MIS managers in Fortune 1,000 corporations said they were involved in the Open Systems Interconnect (OSI) standards process. Nine percent said they were involved with Manufacturing Automation Protocol (MAP), 9 percent with Integrated Services Digital Network (ISDN), and only 4 percent with the Technical and Office Protocols (TOP).

"Without user input, standards making has become a political dogfight, with vendors pushing their own technologies without respect for what the market really wants," says George F. Colony, president of Forrester Research. Only the Corporation for Open Systems is making a major effort to get users involved in shaping network protocols, he says. Only 14 user corporations belong to COS. □

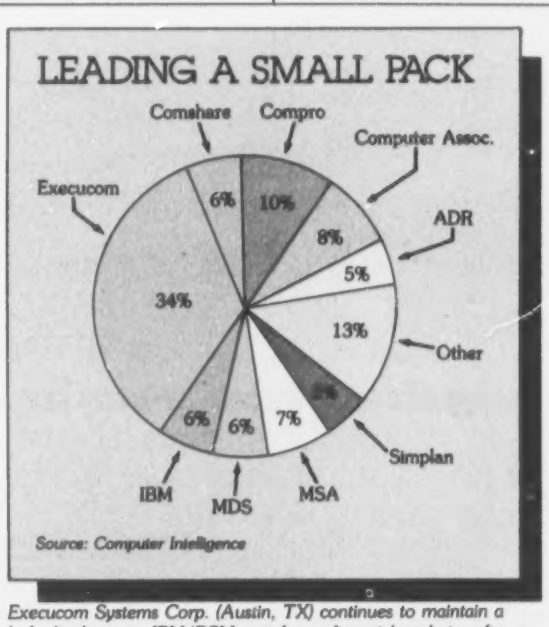
A matter of finances

Despite vendor ballyhoo, large corporations are not buying mainframe financial analysis software, according to Computer Intelligence, La Jolla, CA, market researchers.

Computer Intelligence reports that only 6 percent of the large corporations it surveyed recently have purchased such packages from software vendors. Buyers believe financial analysis software is too expensive and too complex, the market researcher adds.

Execucom Systems Corp. (Austin, TX), the leading supplier of mainframe financial analysis software, is hoping to attract more users by improving its offering, IFPS. Execucom is touting a new capability in Release 3.0 of IFPS that will let managers and analysts ask in simple terms why certain results occur in a financial model. "This provides the next set of questions beyond the 'what if' scenarios," says Carol Limperos, Execucom's vice president of product marketing. Limperos expects the new feature to help increase sales of IFPS from 10 percent to 20 percent this year.

With the new feature, for example, users can input a natural language query like, "Why did net income go down in quarter 3?" IFPS's new "explain" facility might respond, "Net income went down in quarter 3 because sales in region 4 decreased." To provide this feature, Execucom added Fortran code; the new release IFPS will require slightly more memory, but performance will not be impeded by the added code, the vendor says. The package, which runs on IBM mainframes under MVS/TSO or VM/CMS, Digital Equipment Corp. VAXs, and machines from Prime Computer Inc. (Natick, MA) and Unisys Corp. (Detroit), costs from $9,000 to $85,000 and is available now. □



Execucom Systems Corp. (Austin, TX) continues to maintain a hefty lead among IBM/PCM mainframe financial analysis software vendors. However, a Computer Intelligence survey of large IBM/PCM users shows that only 6 percent have installed vendor-supplied financial analysis software; 12 percent have in-house financial analysis packages, and 82 percent don't have them at all.